

SANTA ANA DISTRICT OFFICE
FY 2016 LENDER RANKINGS
AS OF 1/31/16



TOP 3 LENDERS

#1 WELLS FARGO BANK, N.A.
138
\$52,086,700

#2 U.S. BANK, N.A.
75
\$16,893,800

#3 JPMORGAN CHASE BANK, N.A.
44
\$5,980,300

Rank	Lender Name	# of Loans	\$ Amount of Loans	Average \$/Loan
1	WELLS FARGO BANK NATL ASSOC	138	\$52,086,700	\$377,440
2	U.S. BANK NATIONAL ASSOCIATION	75	\$16,893,800	\$225,251
3	JPMORGAN CHASE BANK NATL ASSOC	44	\$5,980,300	\$135,916
4	CDC SMALL BUS. FINAN CORP	28	\$21,953,200	\$784,043
5	COMMUNITY BANK	17	\$12,733,500	\$749,029
6	COMPASS BANK	17	\$5,300,000	\$311,765
7	PACIFIC W. CERT. DEVEL CORP	11	\$13,545,000	\$1,231,364
8	EAST WEST BANK	11	\$9,471,000	\$861,000
9	SEACOAST COMMERCE BANK	11	\$8,892,800	\$808,436
10	CELTIC BANK CORPORATION	11	\$1,337,000	\$121,545
11	BANK OF THE WEST	10	\$11,143,900	\$1,114,390
12	PLAZA BANK	10	\$9,624,200	\$962,420
13	BFC	10	\$6,030,000	\$603,000
14	HANA SMALL BUS. LENDING INC.	10	\$4,657,000	\$465,700
15	COMERICA BANK	10	\$993,000	\$99,300
16	CALIFORNIA UNITED BANK	9	\$8,891,000	\$987,889
17	MORTGAGE CAP. DEVEL CORP	8	\$13,106,000	\$1,638,250
18	PACIFIC CITY BANK	8	\$8,768,000	\$1,096,000
19	UNITI BANK	8	\$7,642,000	\$955,250
20	WILSHIRE BANK	8	\$1,650,000	\$206,250
21	CALIFORNIA STATEWIDE CERT. DEV	6	\$7,305,000	\$1,217,500
22	CITIBANK, N.A.	6	\$4,163,000	\$693,833
23	GBC INTERNATIONAL BANK	5	\$2,804,000	\$560,800
24	RABOBANK, NATIONAL ASSOCIATION	5	\$1,657,800	\$331,560
25	MANUFACTURERS BANK	5	\$1,544,000	\$308,800
26	STEARNS BK NATL ASSOC	5	\$1,197,000	\$239,400
27	RIDGESTONE BANK	4	\$3,871,000	\$967,750
28	HANMI BANK	4	\$2,944,000	\$736,000
29	CAPITAL BANK	4	\$2,415,300	\$603,825
30	BBCN BANK	4	\$2,090,000	\$522,500
31	MUFG UNION BANK NATL ASSOC	4	\$2,075,000	\$518,750
32	COMMERCIAL BANK OF CALIFORNIA	4	\$1,976,200	\$494,050
33	ENTERPRISE FUNDING CORPORATION	4	\$1,801,000	\$450,250
34	KINECTA FCU	4	\$1,536,400	\$384,100
35	COMMONWEALTH BUSINESS BANK	4	\$805,000	\$201,250
36	OPEN BANK	3	\$5,710,200	\$1,903,400
37	FIRST CHOICE BANK	3	\$2,664,200	\$888,067
38	SOUTHLAND ECONOMIC DEVEL CORP	3	\$2,427,000	\$809,000
39	BANK OF AMERICA NATL ASSOC	3	\$2,408,800	\$802,933
40	BAY AREA EMPLOYMENT DEVEL CO	3	\$2,191,000	\$730,333
41	PACIFIC ENTERPRISE BANK	3	\$1,445,000	\$481,667
42	SECURITY BANK OF CALIFORNIA	3	\$900,000	\$300,000
43	UMPQUA BANK	3	\$878,000	\$292,667
44	FIRST HOME BANK	3	\$760,000	\$253,333
45	CITY NATIONAL BANK	3	\$650,000	\$216,667
46	HOMESTREET BANK	2	\$4,761,400	\$2,380,700
47	US METRO BANK	2	\$2,412,000	\$1,206,000

<i>Rank</i>	<i>Lender Name</i>	<i># of Loans</i>	<i>\$ Amount of Loans</i>	<i>Average \$/Loan</i>
48	HOME BANK OF CALIFORNIA	2	\$2,120,000	\$1,060,000
49	COMMUNITY VALLEY BANK	2	\$1,099,000	\$549,500
50	INTERNATL CITY BANK NATL ASSOC	2	\$800,000	\$400,000
51	AMPAC TRI-STATE CDC, INC.	2	\$773,000	\$386,500
52	LIVE OAK BANKING COMPANY	2	\$770,000	\$385,000
53	SPIRIT OF TEXAS BANK, SSB	2	\$681,200	\$340,600
54	KEYPOINT CU	2	\$529,500	\$264,750
55	UNITED BUSINESS BANK, F.S.B.	2	\$474,500	\$237,250
56	BANK RHODE ISLAND	2	\$405,000	\$202,500
57	PACIFIC MERCANTILE BANK	2	\$375,000	\$187,500
58	BANK OF SOUTHERN CALIFORNIA NA	2	\$356,000	\$178,000
59	INDEPENDENCE BANK	2	\$300,000	\$150,000
60	VALLEY ECONOMIC DEVEL CORP.	2	\$170,000	\$85,000
61	ZIONS FIRST NATIONAL BANK	2	\$100,000	\$50,000
62	SO CAL CDC	1	\$5,468,000	\$5,468,000
63	CATHAY BANK	1	\$4,000,000	\$4,000,000
64	WALLIS STATE BANK	1	\$3,347,000	\$3,347,000
65	THE BANCORP BANK	1	\$2,025,300	\$2,025,300
66	OPUS BANK	1	\$1,980,000	\$1,980,000
67	PACIFIC WESTERN BANK	1	\$1,515,000	\$1,515,000
68	SOUTH CNTY BANK NATL ASSOC	1	\$1,300,000	\$1,300,000
69	FIRST GENERAL BANK	1	\$1,117,600	\$1,117,600
70	FIRST FINANCIAL BANK	1	\$1,000,000	\$1,000,000
71	HERITAGE BANK OF COMMERCE	1	\$1,000,000	\$1,000,000
72	BANNER BANK	1	\$951,000	\$951,000
73	LCA BANK CORPORATION	1	\$917,000	\$917,000
74	MEADOWS BANK	1	\$867,000	\$867,000
75	EVERTRUST BANK	1	\$800,000	\$800,000
76	CAPITAL ACCESS GROUP, INC.	1	\$764,000	\$764,000
77	SCE FCU	1	\$750,000	\$750,000
78	ROYAL BUSINESS BANK	1	\$700,000	\$700,000
79	CTBC BANK CORP. (USA).	1	\$700,000	\$700,000
80	UNITED COMMUNITY BANK	1	\$655,000	\$655,000
81	FIRST BANK FINANCIAL CENTRE	1	\$579,100	\$579,100
82	MISSION VALLEY BANK	1	\$561,300	\$561,300
83	PACIFIC PREMIER BANK	1	\$483,000	\$483,000
84	CALIFORNIA CU	1	\$475,000	\$475,000
85	GOLDEN PACIFIC BANK NATL ASSOC	1	\$350,000	\$350,000
86	TECHNOLOGY CU	1	\$310,000	\$310,000
87	AMER PLUS BANK NATL ASSOC	1	\$300,000	\$300,000
88	MEGA BANK	1	\$300,000	\$300,000
89	WOORI AMERICA BANK	1	\$250,000	\$250,000
90	AMERICAN BUSINESS BANK	1	\$250,000	\$250,000
91	SAN DIEGO PRIVATE BANK	1	\$176,000	\$176,000
92	READYCAP LENDING, LLC	1	\$147,500	\$147,500
93	COMMERCEWEST BANK	1	\$100,000	\$100,000
94	OBDC SMALL BUSINESS FINANCE	1	\$100,000	\$100,000
95	NEWTEK SMALL BUS. FINANCE INC.	1	\$80,000	\$80,000
	TOTALS:	618	\$329,362,700	\$532,949